



# EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

## SUPPORTING EXPORTERS AND JOBS IN TEXAS

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

### Ex-Im Bank's 5-Year Impact in TEXAS (Fiscal Year 1999 thru 2003)

Companies Supported:	925
Communities Supported:	137
Value of Exports Supported:	\$7,529.9 million
Value of Exports Supported - FY 2003:	\$1,267.5 million

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Southwest Regional Office

Alabama, Texas, Oklahoma, Louisiana, Mississippi,  
Arkansas, Tennessee, Colorado, New Mexico

281.721.0465 • [www.exim.gov](http://www.exim.gov)

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# EX-IM BANK SUCCESS STORIES - DALLAS AREA

**Kobi International, Inc.**, an Arab-American-owned business in **Arlington, Texas**, uses Ex-Im Bank's small business export credit insurance to sell on open account to buyers in the **Middle East** and elsewhere. Since making use of Ex-Im Bank's financing and SBA's Export Express loan program, the company has had a fourfold increase in employees.

**Agpro Inc.**, a woman-owned small manufacturer of environmental equipment for the agriculture industry in **Paris, Texas**, has used Ex-Im Bank's small business multibuyer export credit insurance to sell to its overseas customers on open account.

**Vermeer Equipment of Texas, Inc.** of **Irving, Texas**, has used Ex-Im Bank's multi-buyer insurance to sell its boring machines, trenchers, and other construction equipment to **Mexican** buyers.

**Fritz Industries**, a chemical company in **Mesquite, Texas**, has used Ex-Im Bank short-term insurance since 1995 to expand its business among foreign buyers. As a result, this 90-employee company has had more than \$200,000 in overseas sales in **Argentina, Costa Rica, Germany, the United Kingdom, France, Japan, Mexico**, and **Switzerland** with its concrete admixtures, used in tile-making.

**Danhard, Inc.** of **Dallas**, enlisted the help of Ex-Im Bank in October 1997, to target overseas buyers for its refrigeration and heating equipment products. Using the Bank's short-term insurance, Danhard has broadened its sales of mobile air conditioning and heating units to **Australia, Canada, Finland, France, Germany, South Africa, Sweden**, and the **United Kingdom**. Danhard was founded in 1963 and has 20 employees.

**Geosupply Company Inc.**, a **Dallas** small business founded in 1984, obtained a \$500,000 working capital loan from Washington Mutual Bank of Dallas, guaranteed by Ex-Im Bank in 2000. The loan, which Washington Mutual financed through Ex-Im's delegated authority program, helped Geosupply expand its export sales to **Mexico**. Private buyers in Mexico purchased petrochemical apparatus and supplies valued at \$2 million.

**MWI Inc.** of **Dallas**, has used two Ex-Im Bank programs designed to help small businesses. In 2000, MWI was approved for a \$2 million working capital loan from Bank of America guaranteed by Ex-Im Bank. The loan enabled the company to sell medical equipment and supplies to foreign buyers at favorable terms. The estimated export value was \$5 million. MWI took out a \$1 million Ex-Im Bank short-term insurance policy to cover the export of new hematology blood cell counters with terms up to 90-days open account credit. MWI products can be found in **Austria, China, Spain, Saudi Arabia, Korea**, and other countries. Established in 1985, MWI currently employs 60 people.

**CBI Company Ltd.** of **Woodland, Texas**, is a wholesaler and contractor specializing in erecting storage tanks. Thanks to a \$1.5 million, five-year loan guarantee approved by Ex-Im Bank, CBI was able to export six fuel storage tanks to **Guatemala**.



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# Ex-Im Bank Success Stories - Houston Area

**IDM Equipment Ltd.**, a **Houston, Texas**-based manufacturer of oil-drilling rigs, entered into a joint venture with a Canadian company, Industrial Electric Rigs (IER), to repower 12 drilling rigs in **Algeria**. In order to facilitate the \$27.5 million transaction with Sonatrach, Algeria's state-owned energy company, IDM and IER turned to Ex-Im Bank and Canada's export credit agency, Export Development Canada (EDC), to guarantee working capital loans. IDM, which accounts for 98 percent of the joint venture, received a \$5.5 million working capital guarantee from Ex-Im Bank for a JPMorgan Chase Bank loan to help the company expand production.

**Butterworth Inc.** of **Houston**, exported to breweries, wineries, food processing and petrochemical companies in **Canada, Mexico, and China**, thanks to an Ex-Im Bank working capital guarantee. The 20-employee company, founded in 1933, manufactures tank cleaning machines and accessories.

**Technology Ventures Inc.** of **Houston**, used an Ex-Im Bank working capital guarantee in 2001 to export three mobile drilling rigs and spare parts to Tatarstan, **Russia**, under a contract valued at almost \$13 million. The company, which was established in 1992, employs 150 and has sales of \$82 million.

**Genetic Resources International**, of **Navasota, Texas** began using Ex-Im Bank insurance in October 1999 to sell all stages of cattle, which the company exports to **Nicaragua**.

Thanks to an Ex-Im Bank working capital guarantee, **Jerryco Machine & Boiler Works Inc.** of **Houston**, participated in a boiler project in the **Dominican Republic** with a potential export value of \$2 million in 2002. The 25-year-old company, which employs 75 people, has a \$100,000 transaction-specific revolving line of credit from Sterling Bank of Houston.

**Enpro Systems, Inc.**, a small business in **Channelview, Texas**, received a \$1 million revolving working capital guarantee from Ex-Im Bank in July 2000 to support the sale of \$3 million of manufactured valves and pressure vessels to **Mexico, Venezuela, and Saudi Arabia**. Enpro has received two renewals of the guarantee, which resulted in \$31.1 million in exports. Because of its expansion of export sales, Enpro estimated that it was able to maintain 30 jobs and create 10 new ones.

**Halliburton Energy Services**, of **Houston**, and 56 U.S. suppliers, provided drilling tools and other equipment and services for the Burgos Basin gas project in **Mexico**, thanks to Ex-Im Bank financing. Halliburton and other suppliers also provided equipment and services for an oil well workover/stimulation project at two **Algerian** oil fields. In addition, **Kellogg Brown & Root Inc.**, also of Houston, and 50 U.S. suppliers provided equipment and services for **Mexico's** Cantarell offshore oil field.

**Vinmar International, Ltd.**, of **Houston**, specializes in marketing and distributing petrochemical and plastic raw materials in emerging and developing markets. Although Vinmar has a staff of just 180 people, revenues for 2002 exceeded \$900 million. Andrew Fry, CFO of Vinmar said, "Recently Vinmar used the services of Ex-Im Bank to insure a multi-million dollar transaction with a new customer in **Latin America**, further expanding our success in that region."



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